

**SAMSHA Inspires CORE to Develop a Unique Solution...**  **Events Calendar** 

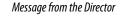
Web Sites to Bookmark



HHS Day at the 7th NSBFC Week is Successful



**Contracting Opportunities** 





Kathleen Sebelius, Secretary Bill Corr. Deputy Secretary Volume 6 • Issue 24

### Message from the Director

Debbie Ridgely **OSDBU Director** 



The calendar tells us that it is spring and the trees and flowers are in bloom. So are the outreach opportunities that the HHS OSDBU will be offering. On April 13, 2011, HHS will be in Atlanta, GA, with our partner the General Services Administration for "Getting Back to Business" Industry Day. As part of the Small Business Jobs Act of 2010, this outreach event is supported by the White House. The session will feature training and one-on-one meetings for the small business community. Our second White House event will be a "Marketplace" held on June 1, 2011, in Raleigh, NC with our partner the Environmental Protection Agency. Small business vendors will have the opportunity to market their products and services to the Government representatives.

In this issue we feature CORE Solutions, a successful Small Disadvantaged Business, founded in 1999. The vision of the Substance Abuse and Mental Health Services Administration (SAMHSA) inspired CORE to create an innovative product that provides real time data from millions of health care clients in three states. Their product is the market leader in Electronic Health Records (EHR).

Be sure to come visit us at the 21st. Annual OSDBU Directors' Conference on April 21, 2011, at Dulles Expo Center. It is one of the best "one-stop" shopping events all year. HHS will also be at several upcoming Veteran's conferences, as well as, GSA's Training Conference and Expo in San Diego and the US Pan Asian American Chamber of Commerce Conference in Los Angeles.

## **SAMSHA Inspires CORE to Develop a Unique Solution** in Electronic Health Records

he Substance Abuse and Mental Health Services Administration's (SAMSHA) vision regarding the future of health care inspired Ravi Ganesan, President of Core Solutions, Inc. (CORE), to create an innovative product which is now providing real time data from millions of health care clients in three states. The data is then consolidated and sent to SAMSHA. Dr. H. Westley Clark, SAMSHA Director of the Center for Substance Abuse Treatment, U.S. Department of Health and Human Services, shared his vision on the future of health care in an informal meeting which included Anne Herron, SAMSHA Director of Division of State and Community Assistance and other staff members. This informal conversational exchange helped CORE understand the needs at the federal, state and county level. "Dr. Clark galvanized us," said Ganesan. "When someone is passionate, it rubs off on you. You feel the need to do something. He challenged us to develop new solutions. As a result, we created and implemented a new product which is the market leader in Electronic Health Records (EHR). "

The CORE Cx360 is the first (and perhaps only) cross agency case management system that includes an EHR in the market today.

The product is unique in that it provides the ability for any county, state or federal agency to collect and manage case data in all areas of healthcare. Furthermore it allows this data to move, intact and in real time, to other agencies. "For example, if a child is being serviced in a "Birth to 3" program and also interacting with the health department, the education department and the welfare department - a single record for that child is created and updated across all agencies. Data collection efforts (and potential errors) are minimized, thereby reducing costs and staff time while vastly improving outcomes," explained Ganesan. "All agencies working with that child and their family have complete and current data that provide for a more comprehensive and effective continuum of care while controlling costs," he added.



## Web Sites to Bookmark

Federal Business Opportunities http://www.fedbizopps.gov

**General Services Administration** http://www.gsa.gov

SBA Government Contracting and Business Development. http://www.sba.gov/gcbd/

Small Business Administration http://www.sbaonline.sba.gov

**Central Contractor Registration** http://www.ccr.gov

**Government Agency Links** http://www.usa.gov/Agencies. shtml

**Excluded Parties List System** http://epls.arnet.gov

Women-Owned Businesses Links:

National Association of Women **Business Owners** http://www.nawbo.org

Small Business Administration: Contract Assistance for Women Business Owners http://www.sba.gov/aboutsba/ sbaprograms/onlinewbc/index. html

Women's Business Centers http://www.awbc.biz

Women Impacting Public Policy http://www.wipp.org

#### **SAMSHA Inspires CORE** to Develop a Unique **Solution in Electronic** Health Records (cont.)

Working regularly with SAMSHSA staff has assisted CORE in anticipating what needs are not being met. "As a small business, our advantage is that we can develop and implement new products quickly to meet market needs," stated Ganesan.

"We look forward to continued growth as we enhance the Cx360 system. We are particularly appreciative of the advice we've received over the last two years from management and staff at SAMSHSA and in particular Dr. Westley Clark and Ms. Anne Herron," Ganesan added.



Philadelphia Business Magazine recognized CORE as one of Philadelphia's fasting growing privately held corporations in 2010. The company also caught the interest of Ben Franklin Technology Partners of Southeastern Pennsylvania, a national, award winning model for technology innovation invested in innovative enterprises. They have provided financial backing to CORE.

Founded in 1999, Core Solutions, Inc. (CORE) is a market leader in providing electronic health records (EHR) technology for the behavioral healthcare and human services industries. Headquartered outside of Philadelphia, CORE offers a comprehensive enterprise suite designed to fit the needs of its clients and brings providers the training, services, and expertise, which are a result of more than ten years of experience. The company's solutions securely automate the collection, distribution, processing, reporting, and analysis of administrative, financial, and clinical client data for internal staff and external stakeholders, CORE is a Small & Disadvantaged Business. For more information visit: http://www.coresolutionsinc.com



April 21, 2011

**OSDBU Procurement Conference** Chantilly, VA

http://www.fbcinc.com/osdbu

April 27 - 28, 2011 **HHS Acquisition Symposium** 

Alexandria, VA http://www.hhs.gov/osdbu

May 3, 2011

NAPAW - 2nd Metropolitan Women's Choir Gala Concert

Washington, DC

http://www.napaw.org/events.htm

May 10 – 12, 2011

12th Annual U. S. Department of **Energy Small Business Conference** & Expo

Kansas City, MO http://smallbusinessconference. energy.gov/

May 12 – 13, 2011

**GSA Training Conference and Expo** San Diego, CA

http://expo.gsa.gov

May 23 - 25, 2011

CelebrAsian 2011 Business **Opportunity Conference** 

Los Angeles, CA

http://www.celebrasianconference. com/

### Office of Small & Disadvantaged Business Utilization

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### **HHS Day at the Seventh National Small Business Federal Contracting** Week is Successful

he U.S. Department of Health & Human Services (HHS) was spotlighted March 31, 2011 as part of the Seventh National Small Business Federal Contracting Week in Washington, D.C. The all day event was sponsored by the U.S. Women's Chamber of Commerce and the National Association of Small Business Contractors.

Debbie Ridgely, Director of the HHS Office of Small & Disadvantaged Business Utilization Office (OSDBU) presented an overview of the Department and highlighted women-owned business opportunities with HHS to several hundred women-owned business owners.

As part of the event, HHS staff members provided tips on how to market to HHS. In addition, they explained the HHS strategic sourcing initiative, which includes the new Women-Owned Small Business Federal Contracting set-aside program.

Navigating the federal contracting waters can be difficult for small businesses, so HHS staff outlined Simplified Acquisition opportunities and furnished insights on how to establish successful relationships with prime contractors. The afternoon afforded attendees the opportunity to have one-on-one meetings with agency and prime contractor representatives.



### **Events Calendar**

May 23 - 25, 2011

The Latino Coalition "America's Small Business Summit" - B2B **Procurement Matchmaking** 

Washington, DC

http://www.thelatinocoalition.com/ sbes application.php

June 15 - 18,2011

#### **NAMC 42nd Annual National**

Conference

Washington, D.C. http://www.namcdc.org

June 21 - 23, 2011

#### **Women in Business Conference and Business Fair**

Las Vegas, NV

http://www.wbenc.org.

June 27 - 30, 2011

#### 2011 Veteran Entrepreneur Training Symposium

Reno, NV

http://www.

veterantrainingsymposium.com/

August 15 - 18, 2011

#### 7th Annual National Veterans Small **Business Conference and Exposition**

New Orleans, LA

http://www.

nationalveteransconference.com

September 26 - 29, 2011

#### 2011 National MED Week

#### Conference

Washington, DC

http://www.medweek.gov





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OPDIV	Product/Service Description:	Estimated Value:	Contact Person:	Contact Information:	ESR*:	Competition Type:	Procure- ment Category:	NAICS:
CMS	APP 100533 TROOP Competition 16,000,000 NEW CONTRACT - Competitive.	\$10,000,001 and above	Sharon Jackson- Hall	(410)-786-9299	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	
CMS	APP # Conference Support activities for the Quality Improvement Conference to be held in December 2010.	\$100,000 to \$500,000	Sharon Jackson- Hall	(410)-786-9299	3rd QTR 2011	TBD	Health Services	
CMS	APP 110093 HCRIS Support Services, Software maintenance and enhancement support services for the Hospital Cost Report Information System. GSA VETS.	\$1,000,001 to \$5,000,000	Sharon Jackson- Hall	(410)-786-9299	3rd QTR 2011	Small Business Competitive Demon- stration	IT Services	541512
FDA	Methods for the Risk Assessment of Drug Product Safety Associated with Manufacturing- induced Drug Instability.	\$500,001 to \$1,000,000	Ted Weitzman	(301)-827-7178	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	621511
FDA	A Risk Based Approach to the Review of Generic Drugs .	\$100,000 to \$500,000	Ted Weitzman	(301)-827-7178	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	541511
FDA	Multi-Scale Modeling and Advanced Control of Glycosylation in Monoclonal Antibody Production.	\$100,000 to \$500,000	Ted Weitzman	(301)-827-7178	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	561611
FDA	CDRH Off-site Nationwide multi-award, IDIQ Contract for public meetings, consumer product and safety meetings, and other FDA required meetings.	\$100,000 to \$500,000	Patty Pem- berton	(301)-827-7178	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	
FDA	HHSF223200950167G Security Consultant. Option Yr 1.	\$500,001 to \$1,000,000	Ted Weitzman	(301)-827-7178	3rd QTR 2011	Small Business Competitive Demon- stration	Business Services	561612
FDA	Computational Science Center Contract to continue the expansion and development of analytics to support the 21st Century Review.	\$5,000,001 to \$10,000,000	Sandra Bellinger	(301)-827-7159	3rd QTR 2011	Small Business Competitive Demon- stration	IT Services	541511
FDA	Process Analytical Technology (PAT) and Quality by Design (QbD) for Producing Protein Thera- peutics in Mammalian Cell Culture Bioreactors.	\$1,000,001 to \$5,000,000	Sandra Bellinger	(301)-827-7159	3rd QTR 2011	Small Business Competitive Demon- stration	IT Services	511210
IHS	Construction of a pumphouse and installation of 6-inch PVC water main in the State of Washington on the Colville Indian Reservation, Ferry County.	\$100,000 to \$500,000	Jay Sampson		3rd QTR 2011	Small Business Set-Aside	Construction	237110
NIH	100 portable 2 way radios to be used for building communications.	\$100,000 to \$500,000	Henry Primas	(301)-496-5650	3rd QTR 2011	Small Business Competitive Demon- stration	Equipment	
NIH	Ultrasound Unit.	\$100,000 to \$500,000	Henry Primas	(301)-496-5650	3rd QTR 2011	Small Business Competitive Demon- stration	Equipment	

<sup>\*</sup> Estimated Solicitation Release

For a complete listing of 3nd Qtr. FY2011 contracting opportunities, please go to <a href="http://www.hhs.gov/about/smallbusiness/forecasthome.html">http://www.hhs.gov/about/smallbusiness/forecasthome.html</a>

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NIH	Preclinical pharmacokinetic studies with anticancer and other therapeutic agents.	\$1,000,001 to \$5,000,000	Mary Anne Golling	(301)-228-4215	3rd QTR 2011	Full & Open	Research & Development	
NIH	Clinical Studies Monitoring Services (CSMS) For NCCAM.	\$500,001 to \$1,000,000	James Carder	(301)-228-4221	3rd QTR 2011	Full & Open	Research & Development	
NIH	Data Management for Cancer Diagnosis Program Activities.	\$100,000 to \$500,000	Tim Crilley	(301)-228-4224	3rd QTR 2011	Full & Open	Research & Development	
NIH	Collection, Storage, Advertisement, and Distribution of Biological Response Modifiers.	\$100,000 to \$500,000	Tim Crilley	(301)-228-4224	3rd QTR 2011	Full & Open	Research & Development	
NIH	Collection and Taxonomy of Shallow Water Marine Organisms.	\$500,001 to \$1,000,000	Robin Irving	(301)-228-4220	3rd QTR 2011	Full & Open	Research & Development	
NIH	NIH RFP no. NHLBI-HV-11-18 Antihypertensive and Lipid-Lowering to Prevent Heart Attack Trial (ALLHAT).	TBD-2011	Alice Sobsey	(301)-402-3670	3rd QTR 2011	Full & Open	Research & Development	541712
NIH	Total Emission Detection (TED) for Multi-Photon Microscopy: Small Business Innovation Research Program. Fast-Track proposals will not be accepted. The goal of this topic is to develop robust commercial versions of TED I and TED III for both inverted and upright microscope configurations. The first prototype will have reliable and stable sample loading/handling. The second device will incorporate the salient elements of the TED-II concept within an ordinary microscope objective body, becoming an accessory to existing multi-photon microscope systems.	TBD-2011	LaMeshia Bil- lington	(301)-443-8763	3rd QTR 2011	Small Business Competitive Demon- stration	Research & Development	541712
NIH	Drug Dev Support for Cancer Therapy Eval Program.	\$5,000,001 to \$10,000,000			3rd QTR 2011	Full & Open	Research & Development	
CDC	National Health Care Surveys - LONG TERM CARE.	\$100,000 to \$500,000	ANNE CROM- WELL	(301)-458-4167	3rd Qtr FY2011	Full & Open	Health Services	541690
CDC	DHDD - Promoting Optimal Health for People with a Disability Throughout the Lifespan (Disability & Health)- Contract with the Guide to Community Preventive Services to identify evidence-based interventions for people with disabilities.	\$500,001 to \$1,000,000	JACQUI BUTLER	(404)-498-0274	3rd Qtr FY2011	Full & Open	Health Services	541990
CDC	BioSense - a national surveillance network through which healthcare organizations, public health, Health Information Exchanges (HIEs), and other national health data sources are able to contribute to the picture of the health of the nation.	\$10,000,001 and above	SHARON CAMPOLUCCI	(404)-498-6861	3rd Qtr FY2011	Full & Open	IT Services	541512

<sup>\*</sup> Estimated Solicitation Release

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CDC	National Health and Nutrition Examination Survey (NHANES)- new lab contract for lipids and Apo(b).	\$500,001 to \$1,000,000	BRENDA LEWIS	(301)-458-4343	3rd Qtr FY2011	To be determined	Research & Development	621511
CDC	Violence Prevention Oversight/Support.	\$100,000 to \$500,000	ROBIN FORBES	(770)-488-1324	3rd Qtr FY2011	To be determined	Research & Development	541720
CDC	Child Abuse and Neglect - BAC 560922-1701: The purpose of the project is to gather experts to discuss the current state of science and existing datasets with respect to examining the development of safe, stable and nurturing relationships and the transmission of maltreatment behaviors. In particular, the objective is to identify datasets that can contribute to our understanding of why some individuals at risk for transmitting maltreatment behaviors do not transmit those behaviors to the next generation, while others do.	\$100,000 to \$500,000	MARY MC- CURDY	(770)-488-4410	3rd Qtr FY2011	Full & Open	Research & Development	541720
CDC	Performance Appraisal System Improvement Project.	\$1,000,001 to \$5,000,000	AVIS DICKEY	(770)-488-0276	3rd Qtr FY2011	Full & Open	Technical Assistance	541611
CDC	Division of HIV/AIDS Prevention — Intervention Research Support: Technical Assistance: To plan, develop, and implement an Institute on Organizational Development for Executive and Senior Managers of CDC-funded HIV Prevention Programs.	\$1,000,001 to \$5,000,000	KIMBERLY HEARN MURRAY	(404)-639-8189	3rd Qtr FY2011	To be determined	Technical Assistance	541611
CDC	LABORATORY RESPONSE NETWORK- National Asset for Preparedness & Response.	\$500,001 to \$1,000,000	HARVEY HOLMES	(404)-639-4397 X4397	3rd Qtr FY2011	Full & Open	Technical Services	541990
CDC	National Health and Nutrition Examination Survey (NHANES)- Reading contract for DXA scans.	\$1,000,001 to \$5,000,000	LORI BORRUD	(301)-458-4656	3rd Qtr FY2011	Full & Open	Technical Services	541990
FDA	OC - Training (to develop and modify training for CTP and state field force).	\$1,000,001 to \$5,000,000	Ted Weitzman	(301)-827-7178	3rd Qtr FY2011	Full & Open	Business Services	611710
FDA	Parking Management Contract for the FDA White Oak Campus.	\$500,001 to \$1,000,000	Ted Weitzman	(301)-827-7178	3rd Qtr FY2011	8(a) Competitive	Business Services	541611
FDA	Rework electrical distribution system at Substation #3 to include reworking primary feeder and demolition of switchgear.	\$1,000,001 to \$5,000,000	Ron Rouse	(301)-827-9396	3rd Qtr FY2011	Full & Open	Construction	238210
FDA	Renovate 5 Animal Rooms and Hallways.	\$1,000,001 to \$5,000,000	Ron Rouse	(301)-827-9396	3rd Qtr FY2011	Full & Open	Construction	236220
FDA	Renovation of Conference Area.	\$500,001 to \$1,000,000	Ron Rouse	(301)-827-9396	3rd Qtr FY2011	Full & Open	Construction	236220
FDA	Bldg 14A - Renovation of HVAC system, labs and administrative areas.	\$500,001 to \$1,000,000	Ron Rouse	(301)-827-9396	3rd Qtr FY2011	Full & Open	Construction	236220

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FDA	Fire Alarm and Reporting System.	\$100,000 to \$500,000	Ron Rouse	(301)-828-9396	3rd Qtr FY2011	8(a) Competitive	Construction	561621
FDA	'Computational Science Center Contract CSC Project Management Support.'	\$100,000 to \$500,000	Sandra Bellinger	(301)-827-7159	3rd Qtr FY2011	Full & Open	IT Services	541511
FDA	'Computational Science Center Contract DEFINE. XML - The DEFINE Transition project involves developing a tool to convert DEFINE.XML to DEFINE.PDF. This should make it possible for sponsors to transition to DEFINE.XML while reviewers have DEFINE.PDF to use for now. Currently, it appears that most sponsors send both DEFINE.XML and DEFINE.PDF most of the time.'	\$100,000 to \$500,000	Sandra Bellinger	(301)-827-7159	3rd Qtr FY2011	Full & Open	IT Services	541511
FDA	Computational chemistry software needed to run drug-proteome interaction.	\$100,000 to \$500,000	Sandra Bellinger	(301)-827-7159	3rd Qtr FY2011	Full & Open	IT Services	511210
FDA	ALM QMIS Integration DME.	\$1,000,001 to \$5,000,000	Sandra Bellinger	(301)-827-7159	3rd Qtr FY2011	8(a) Competitive	IT Services	811212
FDA	Rennovations to ECG Warehouse used by QT IRT (Critical Path funding).	\$100,000 to \$500,000	Sandra Bellinger	(301)-827-7159	3rd Qtr FY2011	Full & Open	IT Services	541511
FDA	OS - Applied research to support upcoming CTP regulatory requirements.	\$100,000 to \$500,000	Ted Weitzman	(301)-827-7178	3rd Qtr FY2011	Full & Open	Research & Development	541711
IHS	Health and Alcohol/substance abuse treatment for American Indians and Alaska Natives of New York area. In accordance with Title V of the Indian Health Care Improvement Act, this acquisition is restricted to American Indian Community House the incumbent provider of these services.	\$100,000 to \$500,000	DONNA S. HARJO	(615)-467-1522	3rd Qtr FY2011	Buy Indian	Architecture & Engineer- ing	621420
NIH	IDIQ maintenance, repair, and installation services at the Bethesda campus.	\$1,000,001 to \$5,000,000	Mack Burton	(301)-435-2189	3rd Qtr FY2011	To be determined	Architecture & Engineer- ing	811412
NIH	Provide library administrative services for the patient library in the NIH Clinical Center.	\$500,001 to \$1,000,000	Henry Primas	(301)-496-5650	3rd Qtr FY2011	8(a) Competitive	Business Services	
NIH	Drinking water.	\$100,000 to \$500,000	Vincent Guerin	(301)-496-5083	3rd Qtr FY2011	To be determined	Commodo- ties/Supplies	312112
NIH	Elevator maintenance and repair at the Bethesda campus.	\$1,000,001 to \$5,000,000	John Dedeian	(301)-435-2130	3rd Qtr FY2011	To be determined	Commodo- ties/Supplies	333921
NIH	Pavement maintenance & garage cleaning/ street sweeping.	\$500,001 to \$1,000,000	James Davis	(301)-443-6990	3rd Qtr FY2011	To be determined	Commodo- ties/Supplies	237310
NIH	Close water loop.	\$100,000 to \$500,000	Debbie Evans	(301)-496-1052	3rd Qtr FY2011	To be determined	Commodo- ties/Supplies	238220

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NIH	NIAID Division of Allergy, Immunology and Transplantation: Clinical Research Administra- tive Support Group.	\$100,000 to \$500,000	Brandon White	(301)-451-3687	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	NIAID Division of Allergy, Immunology and Transplantation: Regulatory Management Center.	\$500,001 to \$1,000,000	Albert Nguyen	(301)-451-2610	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	NIAID Division of Allergy, Immunology and Transplantation: Clinical Site Monitoring Center.	\$1,000,001 to \$5,000,000	Mylinh Pham	(301)-496-0993	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	NIAID Division of Allergy, Immunology and Transplantation: Clinical Products Center.	\$100,000 to \$500,000	Deborah Blyveis	(301)-594-7211	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	Bioinformatics Integration Support Contract(BISC).	\$100,000 to \$500,000	Bryan Jones	(301)-451-3233	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	Non-Human Primate MHC Discovery and Technology Development.	\$100,000 to \$500,000	Tom Bahrami	(301)-451-3236	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	Respiratory Pathogens Research Centers (RPRC).	\$100,000 to \$500,000	Deborah Baca	(301)-443-4490	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	An Integrated Approach to Understanding Host-Pathogen Interactions.	\$5,000,001 to \$10,000,000	Roshawn Simpson	(301)-402-6289	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	Evaluation and Testing Services for Vaccines and Other Biologics for Infectious Diseases.	\$100,000 to \$500,000	Andrew Cherry	(301)-402-2443	3rd Qtr FY2011	Full & Open	Research & Development	541712
NIH	Reagent Resource Support Program for AIDS Vaccine Development.	\$1,000,001 to \$5,000,000	Michelle Scala	(301)-451-3693	3rd Qtr FY2011	Full & Open	Research & Development	541712
OS	This Broad Agency Announcement (BAA) solicits innovative science and technology proposals that fall within several broad platforms Strategic Science and Technology Division (SSTD) Areas of Interest with application to medical countermeasure (MCM) development. (anticipated 6-8 new awards).	\$10,000,001 and above	Michael Younkins	(202)-205-4709	3rd Qtr FY2011	Full & Open	Research & Development	541711

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